# The Tribune's Page of Business News

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## Luxury Tax Not Necessary Now,

Merchants From All Parts

Copies of a resolution passed here resterday by almost a hundred retail merchants from various sections of the ance of the luxury tax, were forwarded United States, Secretary of the Treas-

organization.
Franklin Simon and P. A. O'Connel, president of the E. T. Slattery Company, Boston, were the principal speakers at the meeting and urged upon the merchants the necessity o' cooperative and immediate action in order to obtain the repeal of the taxes at the earliest possible moment. By a vote of those present, Mr. Simon was empowered to appoint a special committee those present, Mr. Simon was empowered to appoint a special committee to go to Washigton to aid in laying the association's campaign before Congress. This committee probably will be in Washington early next week.

o overwhelmed with orders, it is said, volume of business. that they are six to eight months behind on deliveries. Shipments from Switzerlasd include patent blue A.

Whether or not these exportations from Switzerland consist in part of dyes made in Germany is said to be seen to question. There is nothing to prevent shipments from Germany to Switzerland, where the goods would lose their identity as soon as they passed into the hands of Swiss manufacturers.

The Swiss have not yet been able to a soluce patent blue B. Patent blue A and wool green are said to be scarce asse. Domestic business is improving, with a strong demand for acid blacks and direct blacks.

Small Diamonds Scarce Jurther advances in the price of monds will be made within a few ks. according to jewelry dealers a manufacturers. The shortage of all stones is becoming more acute. Instance that formerly ne could be bought for from \$50 to be carat, with sixty or more atones using a carat, while now the cost types from \$120 to \$160 a carat.

Glycerine Ostrich on Hats hits glycerine ostrich is being textensively used on white hats sillinery manufacturers. The sides me of the advance models of black is turbans also are heavily cov-with this trimming.

BAUMANN & CO. MERCANTILE BANKERS, STH AVE. (COR. 44TH ST.) CCOUNTS FINANCED

### To Study European **Textile Conditions**

Retailers Aver Commission Representing the American Cotton Industry Sailed Yesterday

Eleven representatives of the Ameriof United States Adopt
Resolution Asking Congress to Repeal Measure to stimulate interest in the World Cotton Conference to be held in New Orleans next October.

The full delegation will be in Europe The full delegation will be in Europe more than two months, and some members of it will be there at least three months. The entire commission will visit Liverpool, Manchester, London, Rotterdam, Brussels, Ghent, Lille, Havre and Paris. In order to cover all the leading textile countries of Europe which are accessible, the commission will break up into several sections after visiting the centres named, and these smaller parties will visit Italy, Switzerland, Portugal, Spain and Scandinavia.

the meeting at which the resolution was passed was cailed by Franklin Simon, of Franklin Simon & Co., as president of the National Garment Retailers' Association. A report of the action of the meeting will be sent to 2,000 retailers throughout the country and their cooperation will be requested in the association's campaign to bring about the cropeal of Section 904 of the revenue bill at the coming special session of Congress.

In setting forth the reason why the merchants of the country desire the repeal of the luxury tax, the resolution states:

In setting forth the reason why the merchants of the country desire the repeal of the luxury tax, the resolution states:

All reason for this form of taxation, introduced for the purpose of curtailing the production and sale of so-called luxuries during the time when our country was at war, was at once removed with the signing of the armistice. The supervision and collection of this tax is unduly expensive and difficult of administration to the government and to the merchant. The burden of collection is out of proportion to the amount of tax to be paid. This form of taxation is not now necessary and tends to impede reemployment during the post-war period when all energy is being directed toward stimulating it post-war period when all energy is being directed toward stimulating it post-war period when all energy is being directed toward stimulating it is being directed toward stimulating it is being directed toward stimulating industry.

To strengthen the association's position in fighting the luxury tax, each member present pledged himself to bring at least one new member into the organization.

Franklin Simon and P. A. O'Connel, president of the E. T. Slattery Comment of the Ranker and the Senate through the introduction of the energe in the Pranklin Simon and P. A. O'Connel, president of the E. T. Slattery Comment of the Ranker and the Senate through the introduction of the energe in the production of the principal to the production of the production and sealed to t

### Trading in Cotton Goods Heavy at More Profitable Prices

Activity in cotton goods yesterday extended to every branch of the trade. Buyers from widely separated sections of the United States were present in large numbers, exporters evinced a keen interest in colored goods, and prices for a number of fabrics were advanced. Most of the expert orders for colored goods were reported to come from Salvador, Colombia and Greece.

of samples considerably reduced compared with last season. They were unable to make up their full sample line because of the lateness of delivery of cloth from the woollen mills.

Colors

Colors

Imports of Dyes From Switzerland Are Reported Large

Despite the great strides that have been made in this country in the manufacture of dyes, large quantities are still being imported, especially from switzerland, where manufacturers are so overwhelmed with orders, it is said, that they are six to eight mentals have been made with orders, it is said, that they are six to eight mentals have been mentals are of succepted. Prices for the Japanese silks accepted. Prices for the Japanese s

### wool green S, suramine O and rhoda- Many Silk Mills Refuse to Place Further Orders

Silk mill agents who still have goods to sell did a splendid volume of business yesterday, but as many of the manufacturers have sold their entire prospective outputs of fall fabries they were compelled to refuse further orders. Some export orders also were turned down because of inability to promise deliveries. It was stated that retailers who have failed to cover their fall needs will either have to go without goods or trade with jobbers at higher prices than those quoted by the mill agents. A number of manufacturers of high priced specialties have been forced to tell their customers that only a small part of their wants can be supplied. Travelling men from now until the first of September will be engaged chiefly in keeping in touch with their customers for the purpose of sell goods. Manufacturers at the leading mill centres are making strong efforts to increase their working forces, but the apparent lack of skilled weavers is an obstacle that seems hard to overcome. on Books

Exporting Silk Hosiery

Export trade in silk hosiery is of large valume, Argentina, England and the Scandinavian countries making large purchases. Owing to the large domestic demand, manufacturers assert that it will be difficult to fully satisfy the wants of foreign dealers. Because of the low rates of money exchange foreign dealers have to bear additional imposts in the matter of prices.

# Retail Trade Phenomenal, Boston Merchant Asserts Nemours Corporation to Sell

Goods Move Better as Prices Advance and Peak of Business Boom Has Not Been Reached, Head formerly the Allied Industries Corporaof Slattery & Co. Says

Used to High Prices

"While we are passing through a prosperous period, I don't think we have yet reached the peak. The public has become educated to high prices and we feel that it will continue to pay them. Even in cases where merchandise has doubled and trebled in value, our customers pay without making any objection, and in our store we have not yet received a single complaint against the luxury tax because it adds to the cost of the merchandise. It is the inconvenience of the tax that customers protest against."

Mr. O'Connel explained that his store, and, as far as he knew, every other store in the country, is well stocked with merchandise. "The stores that have poor assortments on hand,"

Confidence in Prices

"We believe that prices generally cannot decline. In fact, we think that prices will advance beyond their present levels before they decline. To our way of thinking, the present markets and almost every line of merchandise handled by retailers are safe ones in which to operate a long way ahead. We ourselves have the utmost confidence in the present markets, and from my conversations with other retailers I know that the majority of them throughout the country feel the same in the opinion of my conversations with other retailers in which to operate a long way ahead. We ourselves have the utmost confidence in the levels before they decline. To our way of thinking, the present markets, and from the levels before they decl

### **Business Money**

Business continues to borrow little money at 6 per cent and the money, and is still working along on its own capital. This scarcity of paper continues to keep the market easy, and 5 per cent is now quoted generally as the market rate. There is no paper below that figure. Five and one-quarter per cent is paid only for names not so well known, and 5½ per cent paper is rapidly disappearing. Many New York hanks refuse to take paper at less than 5½ per cent, but the paper brokers seem able to find a wide enough demand for notes out of town, especially from Western cities. The Western banks are expected to play a larger part in the commercial paper market is the next year or two than they in the past. The greatest wheat crop in the country more rapidly than the Eastern section.

Business Continues to borrow little money at 6 per cent and the money that the paper of call money at 6 per cent and the anvillingness to purchase acceptances. It is reported from some sources that here may be an early advance in the prederal Reserve discount rate. Such an advance would probably to meet bigection by acceptance dealers. It is asserted by some of them that theoretically the rediscount rate ought to be higher than the open market on the higher than the open market on the practice would be resorted to make a respected to play a larger part in the commercial paper market is the greatest wheat crop in the country wore repaidly than the Eastern section.

Business in the bank acceptance market as the bank acceptance market, as the differential here is so small that it probably would not be developed to the resorted to preder the solution of the demand from out-of-town almost sufficient to offset this. There is a good deal of mystery as to why the banks are as solort of funds, as indicated by the continuance

Jewelry

Chemicals

On Bathrobes and Pajamas might the anvillage of a call the should prove the to the invivillation of the call there and the newlike the product that the ore the paper dealers. It is asserted by some to the mark

(Note.-In those cases where no transactions were reported the "bid" METALS

		PL	***	T. C. K	rear
	Die teen Edu Va On wastes (Dist 19 19	nursday.	Wedn'sd'y		ago.
	Pig iron, Fdy No. 2 x, per ton (Pittsb'gh)		\$28.15	\$28.15	\$34.25
	Lead, per lb	.05	.05	.05	.07
	Copper, per lb	.1534		.1514	
	Spelter, per lb	.06.271/2		.08.271/2	.07 1-8
	Antimony, per lb	.0634		.063	
	Tin, per lb	.721/2	.721/2	.721/2	1.05
	PRECIOUS	METALS		0.0000	1.00
	Platinum, per oz	\$100.00	\$100.00	\$100.00	\$100.08
	Silver, per oz	1.11	1.11	1.021	A CONTRACTOR OF THE PARTY OF TH
	CHEMIC		3.37.6	1.02	.991/2
	Sulphuric acid, 20° oleum, per ton	\$25.00	005.00		
			\$25.00	\$25.00	\$25.00
	Sulphuric acid, 66°, per ton	16.50	16.50	16.50	-
	Nitric acid, per lb	.08	.08	.08	No market
	Caustic soda, 76%, per 100 lbs	2.65	2.65	2.65	.063407
ì	Soda ash, 58% light (bbls.), per 100 lbs.	1.60	1.60	1.60	2.90
	Phenol, U. S. P. (carloads), per lb	.073/4		.08	.60
	Glycerine, dynamite, per lb	.17-		18 .14-	.151/2 .51
	Glycerine, crude, per lb	.091/2		.091/2	
	Glycerine, c. p. (in drums)	.211/2	.211/2	.19	.161/4
	Alcohol (denat.), per gal	.45-	.48 .45-	.48 .45-	
	Alcohol (non-bev.), per gal	4.90	4.90	4.90	4.95
	Nitrate of soda, 95%, per 100 lbs	4.071/2	4.071/2	4.071/	
	Benzol, c. p	.25	.25		
	Toluol, pure	-25	.25		-
	COTT	ON	-		
	Middling upland, per lb	29.75	29.35	00.75	
l			29.30	28.75	27.30
	SILE				
	Japan filature, No. 1, Shinshiu, per lb	7.40	7.40	7.25	6.70
	China-steam filature, best, No. 1, per lb.	8.50	8.00	8.00	7.35
	Canton filature, Ex. Ex. A, per lb	5.90	5.80	5.80	5.55
	HIDES AND	LEATH	ER		
ı	Hides, city slaughter, spread, per lb	.40	.40	.40	.261/2
	Hides, city, nat. strs., sel., 60 or over, lb		.33	.31	.25
	Calfakins, city, 9 to 12 lbs., per skin	7.50	7.50	7.25	5.35
	Leather, hemlock sole:	7.50	7.50	1,20	0.00
ı	Overweights, No. 1, per lb	.50	50	E0.	4017
	Middleweights, No. 1, per lb		.50	.50	.491/2
	miduleweights, No. 1, per 10	.48	.48	.50	.43

RUBBER\*

451/2

Para, up-river, fine, per lb.

Para, up-river, coarse, per lb.
Plan., 1st latex, pale, crepe, per lb.
Plan., brown, crepe, thin, clean, per lb.
Plan., ribbed smoked sheets, per lb.

\*Quotations for spot rubber only.

Du Ponts Now in

"Ready-to-Wear" Goods

lishment of a foreign and domestic de-

man, and will be divided into thirty-two sub-departments, each under the management of an experienced expert. Every article of apparel worn by men, women and children, and such accessories as handkerchiefs, gloves, etc., will be handled in the department.

The organization is capitalized at \$12,000,000 and was first formed under the name of the Allied Industries Corporation by Alfred I. du Pont and others to conduct reciprocal trade between this and other countries. It has leased the Grand Central Palace and will take possession of the building as soon as the government has vacated the structure, now used as a hospital.

shoes, hardware, machine and rubber goods.

At present the company has branch offices in Paris, London, Manila, Buenos Ayres, Rio de Janeiro, Santos, Sao Paulo, Demerara, Surinam, Jamaica, Trinidad, the Barbados, St. Lucia, Grenada and St. Vincent. New branch houses are being added as rapidly as possible. It is planned to have representatives of the ready-to-wear department in each branch office.

### Mills Booked Far Ahead

On Bathrobes and Pajamas Manufacturers of men's bathrobes,

collers for Woollens

Not To Be Cancelled arment Producers Say Cloth
Will All Be Needed When
Strike Ends
In reflarry times a strike in the sak and sat inflating the same and present-day prices, it was said.

Retailers report that their business so far this year has been much larger than at any other time. One dealer declared that sales last April were

Rubber

# Decline: Bins Are

With large supplies of crude rubber in their bins, manufacturers clined to defer further purcha-

part of the buyers resulted in slight declines in prices of plantation rubber yesterday.

Among importers the report was current that tire manufacturers in addition to having large stocks of crude material also have on hand immenses stores of finished tires in anticipation of heavy sales when the automobile touring senson is fully under way. It was said that one large tire company has almost 1,000,000 casings in stock, many of which were made for the government prior to the signing of the armistice.

Trade Notes

Officers elected by the National Association of Stove Manufacturers yesterday at the closing session of the annual meeting held here this week were: President, Lee W. Van Cleve, St. Louis; first vice-president, Robert M. Ieach, Taunton, Mass.; second vice-president, B. E. McCarthy, Nashville, Tenn.; treasurer, Walter M. Jones, Richmond, Va., and secretary, Robert F. Wood, Troy, N. Y. W. G. Henry, of Detroit, was elected chairman of the executive committee.

FAN-TA-SI SKIRTS at the best retail shops FAN-TA-Si is "A MIGEL SILK"

The skirts illustrated below are of plain and satin plaid FAN-TA-SI and are only two of the many delightful models offered in all the desirable sports colors at the best Fifth Avenue shops.

Go to any of the best stores. Ask for the smartest things in sportsgoods - they will show you FAN-TA-SI in apparel or by the yard.

You can recognize it by the

tiny label sewed in the garment. Unless that label is there it isn't FAN-TA-SI.

FAN-TA-Si

"A MIGEL SILK"

Maker of

Pierrette" for Sheerwear

"Fan-Ta-Si" for Sportswear "Hindu" for Summerwear "Moon-Glo" for Everywhere

Clothing Trade

the World Over

The Nemours Trading Corporation,

RETAILERS throughout the country, according to P. A. O'Connel, president of the E. T. Slattery Company, one of the most prominent retail concerns in Boston, have every confidence in the ability of the general public to absorb merchandise at present and even higher prices for some it important to come. "In Boston, as well as in every other city of the country," he said yesterday, "the retail business this spring is phenomenal. In our store soaring prices and luxury taxes have had no deleterious effect on sales. On the contrary, the higher prices go the greater seems the demand for goods. Cheap merchandise, apparently, is not wanted. The public is demanding and buying the best quality it can get.

Used to High Prices

Is smemt of a foreign and domestic department devoted to apparel and accessories for men, women and children. The corporation will act as an agent for domestic and foreign manufact-uners and will sell the merchandise in all parts of the world. An exhibit of various lines of apparel is now in view at the corporation's office, 151 Fifth Avenue. The apparel department is under the general direction of A. Seideman they were a few months ago. In fact, our store is purchasing more heavily now than ever before. We are not only laying in stocks for immediate use, but are anticipating our future needs. In some lines, in which we foresee a shortage of merchandise later on, we are placing orders now for delivery early next year.

Used to High Prices

"We believe that prices generally lished to apparel and accessories for men, women and children. The corporation will act as an agent for domestic and foreign manufact-uners and will sell the merchandise in all parts of the world. An exhibit of various lines of apparel is now in view at the corporation's office, 151 Fifth Avenue. The apparel department wants to do business now he must keep later to meet the shopping policity and the said, "are not being patron of the country as a will sell the merchandise in all parts of the world. An exhibit of various lines of a

week Year declared that sales last April were 25 per cent greater than in April, 1918, and that despite the inclement weather May sales to date were far in advance of those in May last year.

### Raw Rubber Shows Slight == Well Filled

# TO BE SOLD ALIEN PROPERTY CUSTODIAN

3500 Shares of Common Stock 1000 Shares of Preferred Stock

# R. & H. SIMON COMPANY

(Manufacturer of Laces). NOTICE IS HEREBY GIVEN that the undersigned, Francis P. Garvan, Alien Property Custodian, will offer for sale at public sale, to the highest bidder, at the principal office of R. & H. Simon Company, Gardner St., Union Hill, N. J., at 11 o'clock A. M. on the 4th day of June, 1919, 3,500 shares of the common capital stock, par value \$100, out of a total authorized and outstanding issue of common capital stock of 19,350 shares, and 1,000 shares of preferred capital stock, par value \$100 each, out of a total and outstanding issue of 1,000 shares of R. & H. Simon Company, a corporation created and existing under and by virtue of the laws of New Jersey.

Full description of and information concerning the property to be sold, the terms and conditions of inspection and sale, and the order thereof, may be obtained by application to JOSEPH F. GUFFEY, Director, Bureau of Sales, 110 West 42nd Street, New York City.

FRANCIS P. GARVAN, Alien Property Custodian.

THE STATE OF THE S

### In Salt Lake City Wholesale Fur Merchants Business Conditions in a Rocky

Mountain District Advised Not to Compete The following is extracted from a let-

Metals

### Larger Sales of Copper Establish Price Firmly

raw material, according to rabbe. Importers and dealers in rubber goods. Those manufacturers who could conveniently buy additional stocks are said to be holding back orders expecting lower prices. This apathy on the part of the buyers resulted in slight declines in prices of plantation rubber yesterday.

With Own Customers

Wholesale fur merchants who are members of the Fur Merchants' Association of New York are asked to discontinue the practice of selling raideclines in prices of plantation rubber yesterday.

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This practice has in
This Mercantile business snows an increase copper to 16)4c. The rest of the senover any previous year for January,
February and the first part of Apral,
there having been a little decrease in the having been a little decrease in the having been a little decrease in the was predicted that the higher quotation would be generally adopted with-

there having been a little decrease in March, due largely to weather conditions.

Improvements by city and county, to cost about \$6,000,000, are providing employment for labor and there are few men out of work at this time, despite curtailment of mining operations.

Building plans contemplate the erection of several large buildings, besides the construction of hundreds of cottages, along with a number of more pretentious homes. Few new houses are on at the market for sale and it is almost as difficult to rent a modern home as to buy one. Office buildings are filled.

New Maritime Generator

An acetylene generator supplying fuel for propelling motorboats is the device of a Norwegian captain, and is reported to be in great demand.

Eggs Used as Money

At one time in Switzerland eggs were used as money, and dried cod were used for the same purpose in Newfoundland.

It was predicted that the higher quotation would be generally adopted within a day or two in view of the broadening in a day or two in view of the broadening in a day or two in view of the broadening in a day or two in view of the broadening in a day or two in view of the broadening in a day or two in view of the broadening in a day or two in view of the broadening in a day or two in view of the broadening in a day or two in view of the broadening in a day or two in view of the broadening in a day or two in view of the broadening in a day or two in view of the broadening in a day or two in view of the broadening in a day or two in view of the broadening in a day or two in view of the broadening in a day or two in view of the broadening in quiry for metal.

Despite the better demand a leading interest in the trade said that no move would be made toward increasing operations.

April production statistics now available show that during that month seventeen of the largest copper mines of the country turned out 87,027,184 pounds of copper, a decrease of 3,000,000 pounds from the March total. Production of these companies in the month of November, 1918, befor